



Delair Expands Drone Repair and Maintenance Operations to US, Qualifies Two Service Firms to Provide Front Line Support to UX11 Customers

LOS ANGELES – January 28, 2019 – Delair, a leading supplier of commercial drone solutions, today announced the expansion of its customer service operations with the qualification and opening of its first two repair and maintenance centers in the US. Delair has partnered with Frontier Precision and Seiler Instrument, both experienced drone resellers and service providers, to provide comprehensive customer support for its Delair UX11 advanced mapping and surveying drone.

Delair worked with technicians from both firms to certify them on the latest maintenance and repair processes, required to optimize the operations of its UX11 drone. Seiler's training took place at Delair's main manufacturing facility and company headquarters in Toulouse, France. Delair also worked with the service providers to ensure each has a sufficient inventory of parts and spares, as well as the required tooling to perform repair and maintenance on the specific Delair UAV models.

"It's important that our customers in the US have access to experts service and support so we can minimize down time when their drones require maintenance or repairs. Having a team of trained and qualified technicians like those from Seiler and Frontier Precision on the ground in the US, will ensure a more efficient service process and reduce the amount of time that our customers' drones are out of operation due to either routine maintenance or damage from operations," said Michael O'Sullivan, Channel Sales Manager North America at Delair.

Seiler Instrument has been a reseller of Delair drones for several years and is one of the largest suppliers of brand name surveying and supply equipment in the Midwest. It operates a nationally recognized service and repair facility in Saint Louis, MO where it will support the Delair UX11.

"Going through the very detailed training at Delair's facility in France was a valuable experience and we saw a lot of similarities both in how we operate as well as our shared value in terms of customer service," said Joe Jurcevic, Assistant Service Manager at Seiler. "The professionalism in the training I received was top notch. Not only did I learn to repair the units, I also learned how to operate and fly them as well, so when a customer calls in, it will really help me diagnose the issues quickly due to my training on the UX11."

Frontier Precision is one of the largest geospatial equipment distributors in the world, and offers some of the most innovative and technologically advanced UAS products in the world to their customers. Its service operations, based in Minneapolis, MN and Denver, CO, will streamline the company's ability to provide local expert service to its US customer base.

"We are proud to be a partner with Delair, working to bring this cutting edge UAS technology to market – in our business it is essential to offer service and repair as an important part of our customer service requirements. Being able to now offer local UAS repair from our Frontier Precision service centers on Delair products, will ensure our customers a better customer experience with minimal downtime when their UAS needs service attention," said Dennis Kemmesat, President/CEO of Frontier Precision.

About Delair

Delair is a leading provider of drone-based solutions that enable enterprises to monitor and digitize their physical assets from the air and turn the collected data into valuable business insights. Its solutions are used globally by customers in industries such as utilities, construction, agriculture, transportation, mining and oil and gas. The company is one of the world's most experienced providers of industrial drone solutions, combining its high performance, long range UAV hardware with sophisticated analytics technology and operational services. A strategic relationship with Intel and the Intel Insight Platform is driving the two companies toward designing the industry's most scalable platform for drone imagery storage and business intelligence. Founded in 2011 by experts in the aerospace industry, the company is headquartered in Toulouse, France, and has offices in Paris, Ghent, Belgium, Los Angeles and Singapore. Its solutions are sold in more than 70 countries by a network of

distributors. For more information about Delair and its brand-new generation of beyond-visual-line-of-sight (BVLOS) drones with 3G/4G communications, go to www.delair.aero and on Twitter @DelairTech.

About Frontier Precision

Frontier Precision is an employee-owned company with 30 years of experience serving survey, mapping, engineering, construction, GIS, forensics, law enforcement, forestry, water resources, mosquito and vector control, and natural resources professionals throughout the western United States.

As a high-tech company, we're at the forefront of technology. We see exciting new developments on the horizon, especially in the areas of UAS/drones, laser-based scanning, 3-D visualization, and virtual reality. But we also know that the core of our business is our relationship with you.

We understand your needs, so when we look at new technology, we think about how it can help you work better, faster, more accurately, and more profitable. At Frontier Precision, we don't follow the technological trends. We lead the way.

Learn more about Frontier Precision at www.frontierprecision.com

About Seiler Instrument

Seiler Instrument & Mfg. Company, Inc., was founded in 1945 and is a family owned business. Our Geospatial Division is one of the largest suppliers of brand name surveying & supply equipment in the Midwest. We have nationally recognized service and repair facilities and offer certified training and support across the Midwest. Seiler's team members are all skilled professionals that believe in a hands-on approach to working with our customers and we support and service and stand behind all products we sell. Our team members include Registered Land Surveyors, Certified GISP Professionals, Licensed Pilots, Certified Trainers as well as other surveying and mapping professionals and skilled support staff. Learn more at: <https://seilergeo.com>

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